

International Market Insight

TERMINAL COMPLEX CONSTRUCTION OF THE NEW BANGKOK INTERNATIONAL AIRPORT

Wanwemol Charukultharvatch

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1. The New Bangkok International Airport (NBIA) on June 8 invited 9 qualified bidders to tender for the construction of USD1.2 billion passenger terminal complex (main terminal building and concourse building) for the Second Bangkok International Airport. Tender documents were sold between June 9-19, 2000, at one million Baht per set. Bidders are given 60 days to complete their proposal for the original terminal design commissioned from Murphy Jahn Tams Act (MJTA) Associates. August 7, 2000 is the submission deadline for the MJTA design. For the alternative design that is also being put forth as a second alternative tender in this process, bidders are given 90 days and submission dateline is September 6, 2000. NBIA expects to complete the selection process in 6 months from the closing date of bidding submission and award the contract. There are two separate bidding packages: Package 2 for the Main Terminal building and Package 3 for the Concourse building. Each has up to two bids permissible by each contractor per the alternative designs mentioned above.

2. The following qualified bidders for the terminal complex construction purchased the bidding documents by the close of purchase period and are expected to tender bids on either the passenger terminal package, the concourse package, or both packages. The proper contact points at these companies are:

1. ITO JV (Ital-Thai, Takenaka Construction, Ohbayashi Thailand)
C/O Italian-Thai Development Co., Ltd.
2034/132-161 ItalThai Tower,
New Petchburi Rd., Bankapi,
Bangkok 10320
Tel: 716-1600
Fax: 651-8215
Contact: Mr. Premchai Karnasuta
President
2. CKKB JV (Ch. Karnchang, Kumagai Gumi, Bilfarger)
C/O CH. Karnchang Public Co., Ltd.
587 Sutthisarn Rd.,
Dindaeng, Bangkok 10400
Tel: 277-0460, 275-0026
Fax: 275-4360
Contact: Mr. Samai Paiboon
Senior Vice President, Engineering

3. SVNPK JV (Shimizu Construction, Vichitbhan, others)

C/O Vichitbhan Construction Co., Ltd.

2044 New Petchburi Rd.,

Bangkapi, Huaykwang,

Bangkok

Tel: 314-4101

Fax: 319-0921

Contact: Mr. Phisanu Chavanand

Managing Director

4. Bouygues-Thai Co., Ltd.

15th Floor Chamnan Phenjati Business Center Bldg.,

65/125 Rama 9 Rd.,

Huaykwang, Bangkok 10310

Tel: 643-1735

Fax: 248-7104/4

Contact: Mr. Jean-Marie Verbrugghe

Managing Director

5. Taisei (Thailand) Co., Ltd.

8th Floor Grand Amarin Tower

1550 New Petchburi Rd.,

Makasan, Ratchathewi,

Bangkok 10400

Tel: 207-0325/30

Fax: 207-0332

Contact: Mr. Katsusuke Yokoyama

Managing Director

6. Hochtief 's (Local Representative)

Pioneer Telecom International Co., Ltd.

5th Floor, Mahalap Bldg.,

99/210 Moo 9, Soi Maiyalap,

Ramintra Rd., Tarang,

Bangkhen, Bangkok 10230

Tel: 01-816-2524, 01-491-1230, 01-641-3563, 943-5419

Contact in Germany: Dr. Franz Wasselewsky

Tel: 49-201-824-2986

Fax: 49-201-824-2253

Email: constantin.alvensleben@airport.hochtief.de

7. NET Consortium, which includes Mitsui & Company, led by Ballast Nedam International's Local Representative:

T.S.B. Trading Co., Ltd.
SSP Tower, 14th Floor
555 Sukhumvit 63 (Akamai) Rd.,
Klongton, Wattana
Bangkok 10110
Tel: 381-6312
Fax: 381-6317
Contact: Somchit Limwathanagura, Executive Director

8. Hyundai Engineering and Construction Co., Ltd. (partnered with Sumitomo)
UPM Building 2nd Floor
485 Bond Street, BangPood,
Pakkred, Nongthaburi 11120
Tel: 66-2-960-0253
Fax: 66-2-960-0255
Email: ts111@loxinfo.co.th
Contact: Mr. D.H. Kim, Project Manager

3. Any U.S. firm interested in becoming a supplier to the qualified bidders should be in touch with these firms immediately. (Please see earlier IMI reports for more detailed descriptions of the material and equipment included in the tender.) In addition to these tender packages, there will be upcoming tenders on other portions of the airport project including the central utilities construction, runway construction, as well as many specialized airport functions that will be privatized and awarded on a concession basis. A separate IMI will provide a detailed schedule for upcoming tenders. For more information, please contact either: Wanwemol Charukultharvatch, Commercial Specialist, e-mail: wcharuku@mail.doc.gov, or Kitisor Sookpradist, Commercial Specialist, e-mail: ksookpra@mail.doc.gov, or David L. Gossack, Commercial Attaché, e-mail: david.gossack@mail.doc.gov at the Commercial Service Bangkok.

4. The U.S. Commercial Service (CS) offers a variety of resources and services (including market research, agent/distributor searches (ADS), corporate matchmaking, etc.) to assist U.S. companies interested in entering markets in Thailand, Laos or Cambodia as an exporter or investor. For those U.S. companies that have no representative in the country, the Commercial Service offers assistance through its ADS or Gold Key Service in identifying and contacting buyers, joint venture partners, agents, distributors or licensees. CS Bangkok can be contacted at (662) 205-5090, faxed at (662) 255-2915, or e-mailed at bangkok.office.box@mail.doc.gov. If this report has alerted you to a commercial opportunity in Thailand, and you subsequently pursue it with successful results, please let us know. We track U.S. successes in Thailand and want to know how our market reports and services are being used.

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